



## ÅRSREGNSKAPET FOR REGNSKAPSÅRET 2023 - GENERELL INFORMASJON

### Enheten

Organisasjonsnummer:	988 109 436
Organisasjonsform:	Norskreg. utenlandsk foretak
Foretaksnavn:	LENOVO TECHNOLOGY B.V. NORWAY BRANCH
Forretningsadresse:	Hoffsveien 4 0275 OSLO

### Regnskapsår

Årsregnskapets periode:	01.04.2022 - 31.03.2023
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### Konsern

Morselskap i konsern:	Nei
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### Regnskapsregler

Regler for små foretak benyttet:	Nei
Benyttet ved utarbeidelsen av årsregnskapet til selskapet:	Forenklet IFRS

### Årsregnskapet fastsatt av kompetent organ

Bekreftet av representant for selskapet:	PriceWaterHouse Coopers AS
Dato for fastsettelse av årsregnskapet:	28.09.2023

### Grunnlag for avgivelse

År 2023: Årsregnskapet er elektronisk innlevert  
År 2022: Tall er hentet fra elektronisk innlevert årsregnskap fra 2023

*Det er ikke krav til at årsregnskapet m.v. som sendes til Regnskapsregisteret er undertegnet. Kontrollen på at dette er utført ligger hos revisor/enhetens øverste organ. Sikkerheten ivaretas ved at innsender har rolle/rettighet for innsending av årsregnskapet via Altinn, og ved at det bekreftes at årsregnskapet er fastsatt av kompetent organ.*

Brønnøysundregistrene, 22.10.2024



### Resultatregnskap

Beløp i: NOK	Note	2023	2022
<b>RESULTATREGNSKAP</b>			
<b>Inntekter</b>			
Revenue	2	995 555 306	764 059 510
<b>Sum inntekter</b>		<b>995 555 306</b>	<b>764 059 510</b>
<b>Kostnader</b>			
Cost of sales		852 802 228	620 167 664
Wages and salaries	3.4	67 386 000	72 987 590
Depreciation	5	295 164	165 327
Depreciation ROU	5	1 710 756	814 183
Nedskrivning av varige driftsmidler og immaterielle eiendeler	5	0	8 755 593
Other operating expenses	6	44 151 810	33 266 938
<b>Sum kostnader</b>		<b>966 345 958</b>	<b>736 157 295</b>
<b>Driftsresultat</b>		<b>29 209 348</b>	<b>27 902 215</b>
<b>Finansinntekter og finanskostnader</b>			
Renteinntekt fra foretak i samme konsern		295 373	6 290
Annen finansinntekt		3	
<b>Sum finansinntekter</b>		<b>295 376</b>	<b>6 290</b>
Other financial expenses	7	3 979 861	1 493 224
<b>Sum finanskostnader</b>		<b>3 979 861</b>	<b>1 493 224</b>
<b>Netto finans</b>		<b>-3 684 485</b>	<b>-1 486 934</b>
<b>Ordinært resultat før skattekostnad</b>		<b>25 524 863</b>	<b>26 415 281</b>
Tax on ordinary profit	8	5 531 261	5 822 320
<b>Ordinært resultat etter skattekostnad</b>		<b>19 993 602</b>	<b>20 592 961</b>
<b>Årsresultat</b>		<b>19 993 602</b>	<b>20 592 961</b>



## Balanse

Beløp i: NOK	Note	2023	2022
<b>BALANSE - EIENDELER</b>			
<b>Anleggsmidler</b>			
<b>Immaterielle eiendeler</b>			
Utsatt skattefordel	8	635 840	1 063 143
<b>Sum immaterielle eiendeler</b>		<b>635 840</b>	<b>1 063 143</b>
<b>Varige driftsmidler</b>			
Fixtures and fittings, tools, office equipment	5	3 000 417	467 303
ROU assets	5	9 533 402	0
<b>Sum varige driftsmidler</b>		<b>12 533 819</b>	<b>467 303</b>
<b>Sum anleggsmidler</b>		<b>13 169 659</b>	<b>1 530 446</b>
<b>Omløpsmidler</b>			
<b>Varer</b>			
<b>Fordringer</b>			
Accounts receivable	11	136 446 047	204 120 733
Other receivables		242 772	2 657 191
Konsernfordringer	12	240 802 226	225 411 231
<b>Sum fordringer</b>		<b>377 491 045</b>	<b>432 189 155</b>
<b>Bankinnskudd, kontanter og lignende</b>			
Cash and cash equivalents	13	12 811 238	18 529 784
<b>Sum bankinnskudd, kontanter og lignende</b>		<b>12 811 238</b>	<b>18 529 784</b>
<b>Sum omløpsmidler</b>		<b>390 302 283</b>	<b>450 718 939</b>
<b>SUM EIENDELER</b>		<b>403 471 942</b>	<b>452 249 385</b>

## BALANSE - EGENKAPITAL OG GJELD

### Egenkapital

#### Innskutt egenkapital



## Balanse

Beløp i: NOK	Note	2023	2022
<b>Sum egenkapital</b>		<b>0</b>	<b>0</b>
<b>Gjeld</b>			
<b>Langsiktig gjeld</b>			
<b>Annen langsiktig gjeld</b>			
Long Term Liabilities ROU	5	8 500 722	0
<b>Sum annen langsiktig gjeld</b>		<b>8 500 722</b>	<b>0</b>
<b>Sum langsiktig gjeld</b>		<b>8 500 722</b>	<b>0</b>
<b>Kortsiktig gjeld</b>			
Leverandørgjeld		15 506 137	5 161 580
Tax payable	8	10 140 666	7 315 856
Government taxes		40 224 460	51 513 359
Kortsiktig konserngjeld	12	250 596 661	302 185 923
Other current liabilities	14	78 503 296	86 072 667
<b>Sum kortsiktig gjeld</b>		<b>394 971 220</b>	<b>452 249 385</b>
<b>Sum gjeld</b>		<b>403 471 942</b>	<b>452 249 385</b>
<b>SUM EGENKAPITAL OG GJELD</b>		<b>403 471 942</b>	<b>452 249 385</b>



To Country General Manager of Lenovo Technology B.V. Norway Branch

## Independent Auditor's Report

### Opinion

We have audited the financial statements of Lenovo Technology B.V. Norway Branch (the Branch), which comprise the balance as at 31 March 2023, the income statement and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion

- the financial statements comply with applicable statutory requirements, and
- the financial statements give a true and fair view of the financial position of the Branch as at 31 March 2023, and its financial performance and its cash flows for the year then ended in accordance with simplified application of international accounting standards according to section 3-9 of the Norwegian Accounting Act.

### Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Branch as required by relevant laws and regulations in Norway and the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (including International Independence Standards) (IESBA Code), and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Other Information

The Country General Manager (management) is responsible for the information in the annual report. The other information comprises information in the annual report, but does not include the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the information in the annual report.

In connection with our audit of the financial statements, our responsibility is to read the annual report. The purpose is to consider if there is material inconsistency between the annual report and the financial statements or our knowledge obtained in the audit, or whether the annual report otherwise appears to be materially misstated. We are required to report if there is a material misstatement in the annual report. We have nothing to report in this regard.

Based on our knowledge obtained in the audit, it is our opinion that the annual report

- is consistent with the financial statements and
- contains the information required by applicable statutory requirements.

PricewaterhouseCoopers AS, Tassebekkveien 354, 3160 Stokke, Postboks 211 Sentrum, 0103 Oslo  
T: 02316, org. no.: 987 009 713 MVA, [www.pwc.no](http://www.pwc.no)  
Statsautoriserte revisorer, medlemmer av Den norske Revisorforening og autorisert regnskapsførerselskap



#### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with simplified application of International Accounting Standards according to the Norwegian Accounting Act section 3-9, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Branch's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Branch or to cease operations, or has no realistic alternative but to do so.

#### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

For further description of Auditor's Responsibilities for the Audit of the Financial Statements reference is made to: <https://revisorforeningen.no/revisjonsberetninger>

Vestfold, 28 September 2023  
**PricewaterhouseCoopers AS**

Kristian Watle  
State Authorised Public Accountant  
(This document is signed electronically)



 Securely signed with Brevio

Auditor's report

**Signers:**

<b>Name</b>	<b>Method</b>	<b>Date</b>
Watle, Kristian	BANKID	2023-09-28 22:16

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The seal is a guarantee for the authenticity  
of the document.



**Lenovo Technology B.V. Norway Branch**

**Annual Report for the period  
1st April 2022 - 31st March 2023**

MSH



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## Annual Report

### Presentation of the company

LENOVO TECHNOLOGY B.V. NORWAY BRANCH is a Norwegian registered foreign enterprise. The registered business address is Hoffsvæien 4, 0275 OSLO. The name of the entity in the home country is Lenovo Technology BV with a registered address at Johan Huizingalaan 765, 1066 VH Amsterdam, Netherlands (Reg. in local register: 33258525). The company's activities consist mainly of PC and smart device sales to Norwegian companies and the majority of sales are made through distributors and retailers.

The ultimate parent company is Lenovo Group Limited (Hong Kong) Company Reg.: 0450816. Lenovo Group Limited is the world's largest PC company and sells PC and smart device products to more than 160 countries and is listed on the Stock Exchange of Hong Kong.

Annual report of the parent company can be obtained at:

Lenovo Technology BV  
David Ricdosstraat 2-4  
1066 JS Amsterdam  
Netherlands

### Information on the development and activities

Sales in the fiscal year 2022/23 have gone well, the revenue's increase year to year is from a higher share of customers buying through Norwegian Business Partners. Lenovo remain the largest PC manufacturer in the consumer sector and has grown market share. It is still essentially businesses and the public sector that are the primary customer base for Lenovo.

The company is organized into three business models: 1) "Relationship" aimed at large enterprises and public sector. 2) "Transactional" aimed at SMEs. "Transactional" is also responsible for managing our business partners. 3) "Consumer" to the consumer.

All business models are based on an indirect delivery model and Lenovo holds a strong position in the distribution - and dealer network.

Sick leave during the fiscal year was 0.87%



## Annual Report

### Information about the financial performance and position

Profit before tax is a profit of NOK 24,934,115, which management determines is satisfactory.

Management believes that the financial statements give a true picture of Lenovo Technology BV Norway Branch's assets and liabilities, financial position and results.

### Balance sheet and liquidity

Short-term debt at year end was NOK 394,971,220. Total interest-bearing debt at the year-end was zero. Since Lenovo Technology BV Norway Branch is a branch of Lenovo Technology BV will be part of the equity transactions with the parent company.

### Financial Risk

#### *Credit:*

There is a risk of financial loss to the company arising from the failure of the company's customers to meet their financial obligations for the products provided by the company. The company manages this situation through credit control procedures and factoring certain classes of debt and management are of the view that the risk is at an acceptable level.

#### *Liquidity risk:*

The company retains sufficient cash to ensure it has sufficient funds available for operations. The company would have access to longer term funding from its ultimate parent if required.

#### *Currency risk:*

The company has currency risk associated with the intercompany amounts payable. Potential exposures to foreign currency exchange rate movements are monitored and managed by the Lenovo group treasury function.

### Going Concern

The financial statements are prepared on a going concern basis. The management confirms that the conditions for this assumption is valid.

### Allocation of profit

Results for Lenovo Technology BV Norway Branch after tax in 2022/23 is a surplus of NOK 19,402,854.

Management proposes that this amount is transferred to intercompany balances.



## Annual Report

### Employees

At the end of the fiscal year, Lenovo had 45 employees in Norway, of which 36 were male and 9 female.

The company prevents discrimination by providing equal opportunities to all employees and job applicants.

Management considers that the working conditions and the working environment is satisfactory, and no special measures have been implemented in the financial year. No accidents or injuries have been reported during the year.

### Environment

Lenovo products are in compliance with all environmental regulations such as WEEE and RoHS. Lenovo Technology B.V. Norway Branch is a member of Elretur [Elretur is a nationwide recycling company for the collection, recycling and environmentally sound management of electrical and electronic waste.]. Lenovo intends to be a leader in protecting the environment in all business activities, and is about to get certification as an Eco-Lighthouse in place.

### Indemnification and insurance

As permitted by the Articles of Association, a director or a former director of the Company may be indemnified out of the Company's assets against any liability incurred by the director to a person other than the Company or an associated company of the Company that attaches to such director in his/her capacity as a director of the Company, to the extent permitted by law. The Company has arranged appropriate insurance to cover the liabilities of the directors arising from corporate activities. The insurance coverage is reviewed on an annual basis.

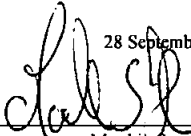
### Transparency Act

Lenovo has started work related to the transparency act, and published a report on company's website within the statutory timeline.

Refer to the following links:

[https://static.lenovo.com/ww/docs/social\\_responsibility/Anti-Slavery\\_and\\_Human\\_Trafficking\\_Statement.pdf](https://static.lenovo.com/ww/docs/social_responsibility/Anti-Slavery_and_Human_Trafficking_Statement.pdf)

[https://p3-ofp.static.pub/ShareResource/sustainability-resources/Lenovo\\_Responsible\\_Minerals\\_Sourcing\\_Updates\\_CY2022.pdf](https://p3-ofp.static.pub/ShareResource/sustainability-resources/Lenovo_Responsible_Minerals_Sourcing_Updates_CY2022.pdf)

28 September 2023  
  
Marthit Storm Hansen  
Country General Manager



## Income Statement

	Note	2022/23	2021/22
<b>Turnover</b>			
Revenue	2	995,555,306	764,059,510
<b>Expenditure</b>			
Cost of sales		852,802,228	620,167,664
Wages and salaries	3.4	67,386,000	72,987,590
Depreciation	5	295,164	165,327
Depreciation ROU	5	1,710,756	814,183
Write-down of tangible and intangible fixed assets	5	-	8,755,593
Other operating expenses	6	44,151,810	33,266,938
Total operating expenses		966,345,958	736,157,295
Operating Income		29,209,348	27,902,214
<b>Financial income and expenses</b>			
Interest expense		295,373	6,290
Other financial expenses	7	3,979,861	1,493,224
Net financial items		4,275,234	1,499,514
Profit before tax		24,934,115	26,402,700
Tax on ordinary profit	8	5,531,261	5,822,320
<b>Profit for the year</b>		19,402,854	20,580,380



## Balance at 31st March

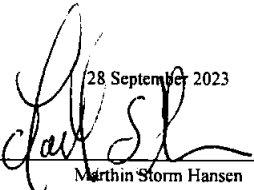
	Note	2022/23	2021/22
<b>Fixed assets</b>			
Intangible assets			
Deferred tax assets	8	635,840	1,063,143
Total intangible assets		<u>635,840</u>	<u>1,063,143</u>
Fixed assets			
Fixtures and fittings, tools, office equipment etc.	5	3,000,417	467,303
ROU Assets	5	9,533,402	-
		<u>12,533,819</u>	<u>467,303</u>
Total assets		<u>13,169,659</u>	<u>1,530,446</u>
<b>Current assets</b>			
<i>Receivables</i>			
Accounts receivable	11	136,446,047	204,120,733
Other receivables		242,772	2,657,191
Loans to Group companies	12	240,802,226	225,411,231
Total receivables		<u>377,491,045</u>	<u>432,189,156</u>
Cash and cash equivalents	13	<u>12,811,238</u>	<u>18,529,784</u>
Total current assets		<u>390,302,282</u>	<u>450,718,939</u>
Total assets		<u>403,471,941</u>	<u>452,249,386</u>



**Balance at 31st March**

	Note	2022/23	2021/22
<b>Liabilities</b>			
<i>Current liabilities</i>			
Accounts payable		15,506,137	5,161,580
Government taxes		40,224,460	51,513,359
Tax payable	8	10,140,666	7,315,856
Current liabilities to Group companies	12	250,596,661	302,185,923
Other current liabilities	14	78,503,296	86,072,667
Total current liabilities		<u>394,971,220</u>	<u>452,249,386</u>
<i>Long Term Liabilities</i>			
ROU	5	<u>8,500,722</u>	-
Total liabilities		<u>403,471,941</u>	<u>452,249,386</u>
Total equity and liabilities		<u>403,471,941</u>	<u>452,249,386</u>

28 September 2023

  
Martin Storm Hansen  
Country General Manager



## Notes to the financial statements 2022/23

### Note 1 - Accounting policies

Lenovo Technology BV Norway Branch is a branch of Lenovo Technology BV. The financial statements have been prepared in accordance with The Norwegian Accounting ACT §3-9, fifth paragraph (simplified IFRS) and its corresponding regulations

#### *Provisions*

Provisions are made when the Company has a present obligation as a result of an occurred event and it is probable that the company must settle the obligation. Provisions are recognised based on management's best estimate of the value of the settlement at the balance sheet date, and are discounted to present value using significant time interval between the reporting date and expected date of settlement.

#### *Revenue*

Revenue from sale of goods is recognised at the time of delivery. Services are recognised as they are rendered. The proportion of sales revenue related to future services are recorded as deferred revenue on the sale and recorded thereafter as the time of execution.

#### *Assessment and classification of balance sheet items*

Current assets and liabilities include items due for payment within one year of the acquisition, and items related to the business cycle. Other items are classified as current assets / liabilities. Current assets are valued at the lower of cost and net realizable value. Current liabilities are stated at nominal value at the time. Fixed assets are recorded at cost and are written down to fair value if impairment is not expected to be temporary. Long-term liabilities are recorded at nominal value at the time.

#### *Receivables*

Trade and other receivables are stated at nominal value less a provision for doubtful debts. Provision for doubtful accounts is based on an individual assessment of each receivable. In addition, for other receivables, a general provision to cover expected losses.

#### *Currency*

Assets and liabilities in foreign currencies are valued at the exchange rate on the balance sheet date. Exchange gains and losses related to sales and purchases in foreign currencies are recognised as operating income and cost of goods sold

#### *Cash and cash equivalents*

Cash and cash equivalents comprise bank balances

#### *Leasing/ ROU asset and liability*

Leased assets are reflected in the balance sheet as assets if the leasing contract is considered a financial lease.

#### *Sales and scrapping of assets*

Gains and losses on disposal of fixed assets are considered part of the normal course of business and are classified as operating income and operating expenses.

#### *Fixed assets*

Tangible assets are capitalised and depreciated over the estimated useful life. Direct maintenance costs are expensed as incurred, while improvements are capitalised and depreciated along with the asset. If the recoverable amount of the asset is less than its carrying value, it is written down to its recoverable amount. The recoverable amount is the higher of net selling price and value in use. Value in use is the present value of the future cash flows that the asset will generate.



## Notes to the financial statements 2022/23

### *Pensions*

The company operates a Defined contribution pension plan. This came in to effect from 1 April 2013 and all members were transferred from the existing Defined benefit plan which was subsequently closed. Defined benefit plans are valued at the present value of future benefits that have been earned at the balance sheet date. Plan assets at fair value. Change in pension liabilities due to changes in pension plans are recognised over the expected average remaining service period. The effect of changes in estimates, changes in assumptions and deviations from actuarial assumptions (actuarial gains and losses) are recognised in the income statement in the period they occur. The net pension expense is classified as salaries and personnel costs.

### *Tax*

Tax expense in the income statement comprises current tax and changes in deferred tax. Deferred tax is calculated at 22% based on the temporary differences between accounting and tax values, and the deficits at the end of the financial year. Taxable and deductible temporary differences that reverse or may reverse in the same period are netted. Net deferred tax assets are recognised to the extent that it is probable that it can be utilised.

### *Goodwill*

Goodwill is the difference between the purchase price and the purchase price of assets and liabilities. Goodwill is valued at cost less any impairment losses. Goodwill is not amortised, but faces annual impairment test.

### *Financial instruments*

#### *Financial assets*

Basic financial assets, including trade and other receivables and cash and bank balances, are initially recognised at transaction price.

Financial assets are derecognised when (i) the contractual right to cashflows form the asset expire or are settled or (ii) substantially all the the risks and rewards of the ownership of the asset have transferred to another party.

#### *Financial liabilities*

Basic financial liabilities, including trade and other payables and loans from fellow Group companies are initially recognised at transaction price.

Financial liabilities are derecognised when the liability is extinguished, that is when the contractual obligation is discharged, cancelled or expires.

Fixed asset investments held as fixed assets are shown at cost less provision for impairment.

Impairment reviews are performed by the directors when there has been an indication of a potential impairment.

### **Note 2 - Revenues**

The Company operates in a single business segment. The geographical composition of net turnover is segregated in the following tables.

	2022/23	2021/22
Norway	995,555,306	764,059,510
	<u>995,555,306</u>	<u>764,059,510</u>

The revenues can be divided into the next categories:

Hardware	<u>995,555,306</u>	<u>764,059,510</u>
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## Notes to the financial statements 2022/23

### Note 3 - Salaries, allowances, loans to employees etc.

<i>Compensation of employees</i>	2022/23	2021/22
Salaries	54,785,419	61,757,510
	8,590,021	9,490,310
Payroll tax	3,722,699	1,528,431
Other benefits	287,861	211,339
<b>Total</b>	<b>67,386,000</b>	<b>72,987,590</b>

### *Remuneration to executives:*

	General Manager	General Manager
Salaries	2,177,931	2,596,082
Pension expenses	147,992	64,250

No board members received any remuneration from other group companies in the year. There were no loans or securities to the general manger, board chairman or other related parties. During the year the general manager received performance related bonuses.

Average number of employees	46.42	43
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### *Long-term incentive program*

A performance-related long-term incentive program was approved on May 26, 2005 for the purpose of rewarding and motivating directors, executives and top-performing employees of the Company and it's subsidiaries. The long-term incentive program is designed to enable the Company to attract and retain the best available personnel, and encourage and motivate participants to work towards enhancing the value of the Company and its shares by aligning their interests with those of the Shareholders of the Company.

The company also approved a share-based compensation package for non-executive directors.

Under the long-term incentive program, the Company may grant award, at it's discretion, using any of the two types of equity-based compensation: (i) share appreciation rights and (ii) restricted share units, which are described below:

(i) A SAR entitles the holder to receive the appreciation in value of the Company's share price rose above a predetermined level.

(ii) An RSU equals to the value of one ordinary share of the Company. Once vested, an RSU is converted to an ordinary share.

For both types of compensation, the company reserves the right, at its discretion, to pay the award in cash or ordinary shares of the Company.

Movement in the number of units of award granted during the year and their related weighted average fair values are as follows:

	Number	
	RSUs Management	SARs Non-Mgmt
Outstanding 1 April, 2022	714,410	490,999
Granted during the year	202,523	98,424
Exercised during the year	(369,504)	(336,553)
<b>Outstanding at 31 March 2023</b>	<b>547,429</b>	<b>252,870</b>



## Notes to the financial statements 2022/23

### Note 3 - Salaries, allowances, loans to employees etc.

	Number	
	RSUs	SARs
	Management	Non-Mgmt
Outstanding 1 April, 2022	547,429	252,870
Granted during the year	271,905	172,512
Exercised during the year	(322,894)	(185,784)
Expired / cancelled during the year	(88,026)	-
Transferred during the year	-	-
<b>Outstanding at 31 March 2023</b>	<b>408,414</b>	<b>239,598</b>
Average value per share *		
31-Mar-22	8.61	1.50
31-Mar-23	10.33	2.32

Translated to NOK at the exchange rate of HKD 31 March. The remaining vesting periods of the awards under the long-term incentive program as at 31 March 2023, ranged from 0.14 to 3.22 years(2022:0.14 to 2.92 years).

	2022/23	2021/22
<i>Auditors</i>		
Audit of financial statements	510,963	419,971
Fees for other auditing		
Total audit fees	<u>510,963</u>	<u>419,971</u>
Fees payable - related advice	-	-
Fees for other services	-	-

All amounts are exclusive of VAT.

### Note 4 - Pension costs and obligations

The Company now operates the Defined Contribution Scheme and is obligated to follow the Act on Mandatory Occupational Pensions. The company's pension scheme meets the requirements of this Act.

	2022/23	2021/22
Pension Costs	<u>3,722,699</u>	<u>1,528,431</u>
	<u>3,722,699</u>	<u>1,528,431</u>

45 employees in the pension plan

### Note 5 - Property, plant and equipment

<b>Fixtures and fittings, tools, office equipment etc.</b>	<b>2022/23</b>	<b>2021/22</b>
Acquisition cost 01.04	467,303	278,526
Additions	3,518,162	536,868
Disposals	(720,457)	(283,699)
Cost at 31.03	<u>3,265,009</u>	<u>531,696</u>
Acc. depreciation 31.03	<u>(264,592)</u>	<u>(64,393)</u>
Book value 31.03	<u>3,000,417</u>	<u>467,303</u>
Depreciation for the year	295,164	165,327
Write-down of tangible and intangible fixed assets	-	8,755,593
Depreciation on disposals		
Estimated useful lives	1-5 Years	1-5 Years
Depreciation	Linear	Linear
ROU Assets	11,247,410	425,710
ROU Depreciation	<u>(1,714,008)</u>	<u>(425,710)</u>
	<u>9,533,402</u>	<u>-</u>



## Notes to the financial statements 2022/23

	2022/23	2021/22
Right-of-use-assets		
Right-of-use-assets	9,533,402	-
Cars	-	-
Total accumulated historical cost 31.3	<u>9,533,402</u>	<u>-</u>

Additions to right-of-use assets during FY23 were 10,821,699.59 NOK (FY22: 0 NOK)

	2022/23	2021/22
Lease liabilities		
Current	1,029,085	-
Non-current	<u>8,500,722</u>	<u>-</u>
Booked value	<u>9,529,806</u>	<u>-</u>

Short term lease-liabilities amounts to 0 MNOK.

	2022/23	2021/22
Amounts recognised in the statement of profit or loss		
Depreciation expense of right of use	1,710,756	814,183
Interest expense	<u>303,442</u>	<u>7,483</u>
Total amount recognised in Income statement	<u>2,014,198</u>	<u>821,665</u>

The Company had total cash outflows for leases of 2,723,342.56 NOK in FY22/23.

Main lease agreements:

Type of leased asset	Yearly rent	Duration of agreement
Office rent Oslo	84 Months	2029-05-31
Car rental	-	-

## Note 6 - Other operating expenses

	2022/23	2021/22
Advertising Cost	35,224,539	27,760,791
Travel Cost	2,272,169	492,607
Office Rental	926,890	937,945
Other expenses	<u>5,728,212</u>	<u>4,075,595</u>
Total other operating expenses	<u>44,151,810</u>	<u>33,266,938</u>

## Note 7 - Gains / losses

	2022/23	2021/22
Exchange Rate loss	3,933,194	1,393,958
Other financial expenses	<u>46,667</u>	<u>99,265</u>

Foreign exchange gains/losses are recorded as other financial income/expense to the financial statements.

## Note 8 - Tax

The tax charge for the year:

	2022/23	2021/22
Current tax on profit for the year	5,103,958	7,889,006
(Over)/Under provision of tax LY	-	-
Change in deferred taxes	427,303	(2,066,686)
Change in deferred taxes as a result of changed tax rate	-	-
Total tax on profit on ordinary activities	<u>5,531,261</u>	<u>5,822,320</u>

Reconciliation of tax charge and profit before tax:

	2022/23	2021/22
Income tax expense	5,531,261	5,822,320
22% of profit before tax	(5,485,505)	(5,808,594)
Effect of tax rate changes	-	-
Difference due to permanent differences	<u>45,756</u>	<u>13,726</u>

Income tax in the tax charge is calculated as follows:



## Notes to the financial statements 2022/23

### Note 8 - Tax

	2022/23	2021/22
Profit before tax	24,934,115	26,402,700
Permanent differences	207,980	62,391
Change in temporary differences, plant and equipment	(705,792)	8,656,114
Change in temporary differences, accounts receivable	24,719	89,242
Change in temporary differences, accounting accruals, not allowed for tax	90,669	-
Change in temporary differences, ROU	(3,596)	(11,387)
Change in temporary differences, others	(1,348,285)	660,057
Taxable income	23,199,810	35,859,117

	2022/23	2021/22
Tax, 22%, representing the total tax payable for the year	5,103,958	7,889,006
Change in Deferred Tax	427,303	(2,066,686)
Tax expense	<u>5,531,261</u>	<u>5,822,320</u>

Tax payable in the balance sheet as follows:

	2022/23	2021/22
Current tax on profit for the year	5,103,958	7,889,006
Accrued last year, not yet paid	5,036,708	-
Advance payment	-	(573,150)
Total	<u>10,140,666</u>	<u>7,315,856</u>

Specification of basis for deferred tax

Differences offset:	2022/23	2021/22
Fixed assets	425,969	(279,824)
ROU	3,596	-
Current assets	(124,873)	(100,154)
Provisions	(3,194,872)	(4,452,491)
Total	<u>(2,890,180)</u>	<u>(4,832,469)</u>

Deferred tax asset	<u>635,840</u>	<u>1,063,143</u>
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### Note 9 - Intangible assets

Recognised goodwill relates entirely to the company's acquisition of the business of Think Product Sales BV Norway Branch.

Goodwill	2022/23	2021/22
Acquisition cost 01.04	-	8,755,593
Book value 31.03	-	-

Goodwill impairment losses has been recognized in FY2122.

Customer Relationship	2022/23	2021/22
Acquisition cost 01.04	-	25,198,810
Disposals	-	(20,159,048)
Cost at 31.03	-	5,039,762
Acc. depreciation 31.03	-	(5,039,762)
Book value 31.03	-	0

Estimated useful lives	10 Years	10 Years
Depreciation	Straight Line	Straight Line

### Note 10 - Long-term leases

Lenovo Technology B. V. Norway Branch has a leasing agreement for office. The agreement is long term from 1 June 2022 until 31 May 2024. Monthly lease amount is 137,500NOK



## Notes to the financial statements 2022/23

### Note 11- Accounts Receivables

	2022/23	2021/22
Accounts receivables	136,570,920	204,254,952
Provision for bad debt	124,873	134,219
Total accounts receivables	<u>136,446,047</u>	<u>204,120,733</u>

#### Qualitative information:

All receivables at 31 March 2023 are due within one year, except when otherwise stated, NOK 125K bad debts have been provisioned. The fair values approximate the book values in view of the short term nature of the balances.

### Note 12 - Balances Between companies within the same corporate group M.W.

Receivables from group companies	2022-23	2021-22
<b>Group companies</b>	<b>240,802,226</b>	<b>225,411,231</b>
Lenovo PC Hong Kong Limited	199,072,232	182,989,097
Lenovo Group Limited	9,475,877	6,370,062
Lenovo Technology BV - Finland Branch	1,425	-
Lenovo (Danmark) Aps	1,605,681	-
Lenovo (Sweden) AB	13,084,617	6,804,961
Lenovo International Cooperatief UA	15,861,060	6,311,258
Lenovo Global Technology Norway AS	1,726,731	21,083,470
Motorola Mobility LLC	(25,397)	1,852,384
<b>Current Liabilities</b>	<b>2022-23</b>	<b>2021-22</b>
<b>Group companies</b>	<b>(250,596,661)</b>	<b>(302,185,923)</b>
Lenovo Global Technology Norway AS	(108,855)	(8,647,584)
Lenovo PC Hong Kong Limited	(39,750,209)	(142,374,424)
Lenovo Technology BV (Netherlands)	(149,352,162)	(129,949,309)
Lenovo Service BV	(60,133,692)	(21,135,454)
Lenovo (Danmark) Aps	(121,885)	-
Lenovo Sweden AB	(519,416)	-
Motorola Mobility LLC	(215,451)	(79,153)
Lenovo (France) SAS	(37,920)	-
Lenovo (Deutschland) GmbH	(306,176)	-
Lenovo Technology B.V. (Finland Branch)	(50,895)	-

### Note 13 - Bank deposits

The item includes restricted cash on the tax account of NOK 2,574,122.1 as at 31/03/2023 ( NOK 3,834,610 as at 31/03/2022).

### Note 14 - Other current liabilities

	2022/23	2021/22
Other provisions and accruals	21,054,897	22,256,559
Deferred income	47,828,332	52,749,636
Provision for sales bonus	2,683,982	4,032,267
Provision for vacation pay	6,936,085	7,034,204
Total	<u>78,503,296</u>	<u>86,072,667</u>



## Notes to the financial statements 2022/23

### Note 15 - Financial instruments

#### Fair Values

Financial assets are subsequently measured at amortised cost. Due to the short-term nature of the financial assets, their carrying amount is considered to be the same as their fair value.

Financial liabilities are subsequently measured at amortised cost. Due to the short-term nature of the financial liabilities, their carrying amount is considered to be the same as their fair value.

Set out below is a comparison by category of the carrying amounts and fair value of all the financial instruments that are recognised in the financial statements.

	Fair Value		Carrying amount	
	2022/23	2021/22	2022/23	2020/21
<b>Financial assets</b>				
Trade receivables	136,446,047	204,120,733	136,446,047	204,120,733
Other receivables	242,772	2,657,191	242,772	2,657,191
Amounts receivable from group companies (note 12)	<u>240,802,226</u>	<u>225,411,231</u>	<u>240,802,226</u>	<u>225,411,231</u>
	<u>377,491,045</u>	<u>432,189,156</u>	<u>377,491,045</u>	<u>432,189,156</u>
<b>Financial liabilities</b>				
Trade payables	15,506,137	5,161,580	15,506,137	5,161,580
Other payables	30,674,964	33,323,031	30,674,964	33,323,031
Amounts payable to group companies (note 12)	<u>250,596,661</u>	<u>302,185,923</u>	<u>250,596,661</u>	<u>302,185,923</u>
	<u>296,777,762</u>	<u>340,670,534</u>	<u>296,777,762</u>	<u>340,670,534</u>

#### Credit Risk

Credit risk is managed on a group basis. Credit risk arises from cash and cash equivalents, and deposits with banks and financial institutions, as well as credit exposures to customers and subcontractors, including outstanding receivables and committed transactions. For banks and other financial institutions, the Group controls its credit risk through monitoring their credit rating and setting approved counterparty credit limits that are regularly reviewed. The company has no significant concentration of customer credit risk. The company has a credit policy in place and exposures to these credit risks are monitored on an ongoing basis.

#### Currency Risk

The group operates internationally and is exposed to foreign currency risk arising from currency exposures. Foreign currency risk arises from future commercial transactions, recognized assets and liabilities. Management has set up a policy to require group companies to manage their foreign currency risk against their functional currency.

#### Interest Risk

The company's interest rate risk mainly arises from short-term and long-term borrowings from group. The Group aims to maximise its returns on surplus cash, beyond that required for operational cash-flow, by investing these funds on short-term deposits at the most favourable rates available. Where operational cash-flow needs require the company to borrow funds, these funds are sourced from Lenovo group companies at fixed rates for the minimum period required.



## Notes to the financial statements 2022/23

### Note 16 - Related party transactions

During the year the Group entered into transactions, in the ordinary course of business, with related parties. These related parties consist of the Group's ultimate parent company, as at the balance sheet date, Lenovo and entities under common control of the Group's ultimate parent company as at the balance sheet date. Transactions which have been entered into, and balances outstanding at 31 March 2023 with other related parties, are disclosed in Note 12.

Remuneration to executives is disclosed in note 3.

#### Related-party transactions:

	2022/23	2021/22
a) Sales of goods and services		
Sales of goods:		
-Associated companies	<b>33,096,449</b>	<b>2,361,346</b>
Lenovo PC Hong Kong Limited	33,038,572	2,296,105
Lenovo Global Technology Norway AS	57,877	65,242
b) Purchases of goods and services		
Purchases of goods:		
-Associated Companies	<b>842,628,357</b>	<b>542,957,402</b>
Lenovo PC HK Limited	779,241,464	498,364,165
Lenovo Services BV	54,123,556	44,220,592
Motorola Mobility LLC	9,237,554	372,644
Lenovo Global Technology Norway AS	25,783	-

### Note 17 - Equity

	2022/23	2021/22
Retained Earnings		
01.04	129,949,309	109,368,928
Profit for the Year	<u>19,402,854</u>	<u>20,580,380</u>
31-Mar	<u>149,352,163</u>	<u>129,949,309</u>

Lenovo Technology B.V Norway is a branch of Lenovo Technology BV, and in this model no equity is held in Norway, alternatively it is moved to LTBV via Intercompany Payables.



Cash Flow Statement	2022/23	2021/22
<b>Cash flows from operating activities</b>		
Profit before tax	24,934,115	26,402,700
Depreciation	2,005,920	979,510
Write-down of tangible and intangible fixed assets	-	8,755,593
Change in trade receivables	70,089,105	(91,269,129)
Change in accounts payable	(6,782,340)	27,043,680
Changes in Deferred Tax	427,303	(1,063,143)
Change in intercompany balances	(91,914,372)	36,232,214
<b>Net cash flow from operating activities</b>	<b>(1,240,268)</b>	<b>7,081,424</b>
<b>Cash flow from investing activities</b>		
Purchase of fixed assets	(2,828,278)	(354,104)
<b>Net cash flow from investing activities</b>	<b>(2,828,278)</b>	<b>(354,104)</b>
<b>Cash flow from financing activities</b>		
Term Payment of ROU	(1,650,000)	-
<b>Net cash flow from financing activities</b>	<b>(1,650,000)</b>	<b>-</b>
<b>Net change in cash and cash equivalents</b>	<b>(5,718,546)</b>	<b>6,727,321</b>
Cash at beginning of period	18,529,784	11,802,463
Cash at end of period	12,811,238	18,529,784
<b>Specification of cash equivalents at end of period</b>		
Bank deposits and cash	12,811,238	18,529,784

The item includes restricted cash on the tax account of NOK2,574,122 as at 31/03/2023 (NOK 3,834,610 as at 31/03/2022).



**Skattedirektoratet**

Saksbehandler Torstein Kinden Helleland	Deres dato 04.12.2013	Vår dato 13.12.2013
Telefon 22078139	Deres referanse Julie Smith	Vår referanse 2013/926029

Lenovo Technology B.V. Norway Branch NUF  
Rosenholmveien 25  
1414 TROLLÅSEN

**Tillatelse til å utarbeide årsregnskap og årsberetning på engelsk språk for  
Lenovo Technology B.V. Norway Branch NUF, org. nr. 988 109 436**

Det vises til deres brev 4. desember 2013 der det søkes om dispensasjon fra kravet til å utarbeide årsregnskap og årsberetning på norsk språk for Lenovo Technology B.V. Norway Branch NUF.

Skattedirektoratet gir på bakgrunn av en konkret helhetsvurdering Lenovo Technology B.V. Norway Branch NUF dispensasjon fra kravet til å utarbeide årsregnskap og årsberetning på norsk språk, jf. regnskapsloven § 3-4 tredje ledd. Dispensasjonen forutsetter at opplysningene som vedtaket baserer seg på ikke endres vesentlig.

Kopi av dette brevet må sendes Regnskapsregisteret i Brønnøysund sammen med årsregnskapet. Det påligger den regnskapspliktige å dokumentere ved dette brev at tillatelsen er gitt.

**Bakgrunn**

Lenovo Technology B.V. Norway Branch NUF er en filial av Lenovo Technology B.V. som er hjemmehørende i Nederland. Det endelige morselskapet for den norske filialen er Lenovo Group Limited, notert på Hong-Kong børsen. Filialens virksomhet er engroshandel med datamaskiner, tilleggsutstyr til datamaskiner samt programvare. Filialen har utelukkende bedriftskunder. Arbeidsspråket er engelsk. Alle sentrale aktører og samarbeidspartnere innen denne bransjen behersker og benytter engelsk. En norsk oversettelse vil kun ha til formål å oppfylle regnskapslovens språkkrav.

**Skattedirektoratets vurdering**

Etter regnskapsloven § 3-4 tredje ledd skal *”årsregnskapet og årsberetningen ... være på norsk.* Departementet kan ved ... *enkeltvedtak bestemme at årsregnskapet og/eller årsberetningen kan være på et annet språk.*”

I Ot. prp. nr. 42 (1997-1998) Om lov om årsregnskap m.v., er det uttalt følgende om regnskapslovens formål, jf. pkt. 1.1:

*”Regjeringen har som siktemål at regnskapsloven skal bidra til informative regnskaper for ulike grupper av regnskapsbrukere. Regnskapsbrukerne er dels investorer og kreditorer som*



*tilfører kapital til foretakene, og dels andre grupper som har interesse av å vite hvordan foretaket drives, f.eks. de ansatte og lokalsamfunnet. Informasjonen til kapitalmarkedet skal gi grunnlag for riktig prising av finansielle objekter. Riktig prisdannelse på aksjer er en forutsetning for at ressursbruken i samfunnsøkonomien skal bli best mulig. Gode regnskaper vil også gjøre det vanskeligere for markedsdeltakere å ta ut spekulasjonsgevinster med basis i skjevt fordelt informasjon."*

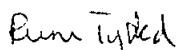
Det fremgår således at et av hovedformålene med regnskapsloven er å bidra til "informativ regnskaper for ulike grupper av regnskapsbrukere". Regnskapsbrukere vil omfatte, jf. uttalelsen i proposisjonen, blant andre investorer, kreditorer, ansatte og lokalsamfunnet.

Det er etter Skattedirektoratets vurdering derfor avgjørende ved vurdering av om dispensasjon fra kravet til å utarbeide årsregnskap og/eller årsberetning på norsk kan gis, at det ikke foreligger mulige brukere av regnskapsinformasjon som blir vesentlig berørt negativt ved en eventuell dispensasjon.

Det er særlig hensynet til brukerne av regnskapsinformasjon som skal vurderes ved en dispensasjonssøknad. I denne vurderingen har Skattedirektoratet lagt særlig vekt på at selskapet er en filial av et utenlandsk selskap. Eierkretsen er begrenset. Arbeidsspråket er engelsk og all kommunikasjon skjer på engelsk. Videre er det vektlagt at selskapet utelukkende har bedriftskunder som behersker og benytter engelsk språk.

Vennligst oppgi vår referanse ved henvendelser i saken.

Med hilsen

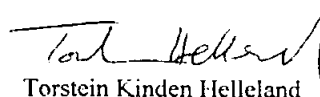


Rune Tystad

seniorrådgiver

Rettsavdelingen, foretaksskatt

Skattedirektoratet



Torstein Kinden Helleland